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ber 20, 1955

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Washington 24, D. C.

Subject: [redacted] 591-23, covering Transistorized Receivers

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Enclosures: (1) [redacted] Quotation 591-23 (4 copies)
(2) Price Analysis (4 copies)

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Dear Sir:

In response to a verbal request from your organization, we are submitting herewith our proposal for a cost-plus-fixed-fee contract for various quantities of a transistorized receiver covering the frequency range from 3 to 30 megacycles.

Due to the similarity of the items to be furnished with that being developed under contract RD-71, no technical proposal is being submitted.

Item 1 of this proposal covers quantities of 3, 10 and 20 receivers of the type being fabricated under Amendment 1 to Contract RD-71. This receiver consists essentially of the RR-11AA receiver supplied under the basic contract modified to utilize a tuner covering the 12 to 30 megacycle range plus the RR-11BB tuner to cover the extended frequency range.

Item 2 covers funds required to repackage both tuners into one receiver with essentially the same components and performance as units to be delivered under RD-71. An appropriate band switch to select the desired frequency range will be included.

Item 3 provides for the delivery of 3 or 10 units of the repackaged type developed under Item 2. It should be noted that the prices quoted for Item 3 are predicated on the condition that Item 2 must also be awarded.

We are appreciative of this opportunity to bid, and we assure you of our utmost cooperation in the event of an award.

Very truly yours,

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[redacted]
Government & Industrial Division

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[redacted]
Government Sales Manager, Hq.


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Philadelphia 44, Pa.

QUOTATION

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TO: 
Washington 24, D. C.~~SECRET~~We offer the following quotation for acceptance
within 30 days from this date.

Date October 20, 1955

Item	Quantity	Description	Price
1 Option A	3	Receiver covering range 3-30 MC per Amendment 1 to RD-71.	\$ 12,662
Option B	10	Receiver covering range 3-30 MC per Amendment 1 to RD-71.	35,840
Option C	20	Receiver covering range 3-30 MC per Amendment 1 to RD-71.	61,858
2		Repackage of present two tuners as one receiver.	20,597
3 Option A	3	Repackaged receivers designed under Item 2.	14,339
Option B	10	Repackaged receivers designed under Item 2.	36,940

DELIVERY:

FOB Contractor's Plant

Item 1:

- Option A: Five (5) months after receipt of fully signed contract.
- Option B: Seven (7) months after receipt of fully signed contract.
- Option C: Eight and one half (8½) months after fully signed contract.

Item 2:

- Seven (7) months after fully signed contract.

Item 3:

- Option A: Four (4) months after completion of Item 2.
- Option B: Six (6) months after completion of Item 2.

CONDITIONS:

- (1) Award contain terms, clauses and conditions of RD-71 insofar as applicable.
- (2) Price for Item 3 predicated on award of Item 2.
- (3) Approval of overtime premium not to exceed the amount set forth on the attached price analysis.

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(Enclosure 1)

Government Sales Manager, Hq.

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GOVERNMENT & INDUSTRIAL DIVISION

PRICE ANALYSIS

591-23

Item I

	Quantity of 3		Quantity of 10		Quantity of 20	
	Man Months	Total	Man Months	Total	Man Months	Total
<u>Direct Labor</u>						
Project Engineers	0.8	\$ 514	2.2	\$ 1,414	3.9	\$ 2,508
Senior Engineers	2.1	1,069	6.6	3,359	11.1	5,650
Technicians	2.4	730	6.6	2,006	10.7	3,253
Model Shop Men	1.1	447	3.3	1,340	6.0	2,436
Design Draftsmen	0.9	437	1.1	534	1.1	534
Section Engineer	0.2	164	0.6	492	0.9	738
Total	7.5	\$ 3,361	20.4	\$ 9,145	33.7	\$ 15,119
Overtime Premium		67		183		302
Burden (1298 hrs. @ \$2.20)		2,856	(3529 hrs.)	7,764	(5830 hrs.)	12,826
Material		4,719		14,143		25,700
Travel		50		50		50
Total Cost Less G & A		\$ 11,053		\$ 31,285		\$ 53,997
G & A (6.073% of Cost)		671		1,900		3,279
Total Cost including G & A		\$ 11,724		\$ 33,185		\$ 57,276
Fixed Fee (8% of Cost)		938		2,655		4,582
Total Selling Price		\$ 12,662		\$ 35,840		\$ 61,858

(Enclosure 2)

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PRICE ANALYSIS

Item II

Description

<u>Direct Labor</u>	<u>Man Months</u>	<u>Rate</u>	<u>Detail</u>	<u>Total</u>
Project Engineers	1.1	643	707	
Senior Engineers	6.6	509	3,359	
Technicians	2.4	304	730	
Design Draftsmen	4.4	485	2,134	
Detail Draftsmen	4.4	277	1,219	
Section Engineer	0.8	820	656	
Total	19.7			8,805
Overtime Premium				176
Burden (3,408 hrs. @ \$2.20)				7,498
Material				350
Publications - Handbooks (TechRep)				650
Travel				200
Other Environmental Test Facility Use (100 hrs. @ \$3.00)				<u>300</u>
Total Cost less G & A				\$ 17,979
G & A (6.073% of Cost)				<u>1,092</u>
Total Cost including G & A				\$ 19,071
Fixed Fee (8% of Cost)				<u>1,526</u>
Total Selling Price				\$ 20,597

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(Enclosure 2)

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PRICE ANALYSIS

Item III

<u>Description</u>	<u>Rate</u>	<u>Quantity of 3</u>		<u>Quantity of 10</u>	
		<u>Man Months</u>	<u>Total</u>	<u>Man Months</u>	<u>Total</u>
Direct Labor					
Project Engineers	643	0.8	514	2.2	1,415
Senior Engineers	509	2.6	1,323	6.6	3,359
Technicians	304	2.4	730	6.6	2,006
Model Shop Men	406	1.1	447	3.3	1,340
Design Draftsmen	485	1.1	534	1.1	534
Detail Draftsmen	277	1.1	305	1.1	305
Section Engineer	820	0.2	164	0.6	492
Total		9.3	\$ 4,017	21.5	\$ 9,451
Overtime Premium			80		189
Burden (1,609 hrs. @ \$2.20)			3,540	(3,720 hrs.)	8,184
Material			4,830		14,372
Travel			50		50
Total Cost less G & A			\$ 12,517		\$ 32,246
& A (6.073% of Cost)			760		1,958
Total Cost including G & A			\$ 13,277		\$ 34,204
Fixed Fee (8% of Cost)			1,062		2,736
Total Selling Price			\$ 14,339		\$ 36,940

(Enclosure 2)